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UNITED STATES

(NEW YORK)

*A Guide for Canadian
Exporters*



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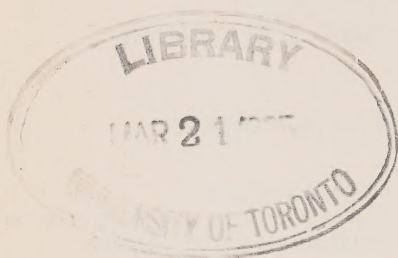
TRADE OFFICE RESPONSIBLE:
New York

TOTAL TRADE TERRITORY:
States of Connecticut, New Jersey (12 northern
counties), Southern New York; Bermuda

FOR FURTHER INFORMATION:
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Canadian Consulate General
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New York City, N Y 10020
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THE MARKET

New York State (Southeastern Portion)

1980 population: 17,526,300 (all N.Y.)

Leading industries include: printing and publishing; apparel and related products; machinery; electrical equipment; instruments.

There are 19 airports served by commercial airlines, plus more than 500 aircraft landing facilities.

New York City

A potential market of 7,030,400 in population (1980), the largest city in the U.S.

Financial centre of the U.S. and one of the most important financial centres in the world.

Centre of decision makers and trend setters as majority of world's largest corporations have their headquarters here.

Purchasing headquarters for many national firms as well as the largest trading centre (by dollar volume) in the U.S.

Centre of national broadcasting and publication media.

One of the finest harbours in the world.

Connecticut

1980 population: 3,109,000

Leading industries include: transportation equipment; machinery (except electrical); electrical machinery; fabricated metal products; primary metal industries.

New Jersey

1980 population 7,380,200

Leading industries include: chemicals and allied products; electrical machinery; food and kindred products; machinery (except electrical); fabricated metal products

Principal Cities and Towns

		Population (1980)
Connecticut:	Hartford	134,600
	New Haven	125,100
	Waterbury	102,800
	Bridgeport	141,300
	Stamford	101,800
	New London	28,700
	Norwich	37,900
New Jersey:	Newark	325,700
	Paterson	137,300
	Clifton	73,700
	Passaic	52,200
	Middlesex and Somerset Counties	799,300
	Jersey City	220,500
New York:	New York	7,030,400
	Albany	100,600
	Schenectady	67,200
	Troy	56,200

I. GENERAL

Area and Geography

The Commercial Division of the Canadian Consulate General in New York City covers the State of Connecticut (12,973 km²; 5,009 square miles), the southern 23 counties of the State of New York (approximately half of the state's total area of 128,401 km²; 49,576 square miles), and the northern 12 counties of the State of New Jersey (approximately half of the state's total area of 20,295 km²; 7,836 square miles). Names of counties covered in New York and New Jersey are given in Appendix A.

Viewed from above, New Jersey looks like a series of descending steps from the mountains in the northwest to the tidal marshes along the eastern and southeastern seacoasts. The topography of New York varies from the Adirondack Mountains in the northeast through a high central plateau area to the Catskills and lowlands of the southeast. The Hudson River, which cuts through the highlands, is navigable by larger vessels for more than 240 km (150 miles). Connecticut, in contrast, consists of gently undulating uplands divided near the middle by the lowlands of the Connecticut River valley.

Climate

In general, the climate of the three states is typical of that of the northern United States: quite variable owing to the frequent passage of cyclonic storms bringing warmer weather with rain and snow in winter and causing days of great heat and humidity, with thunderstorms, in summer. Visiting Canadian businessmen will find winter temperatures generally higher than those of Canada and humid summer days quite uncomfortable.

Local Time

Eastern Standard Time and Daylight Saving Time, the same as in Toronto and Montreal.

Weights and Measures; Electricity

U.S. measures that differ from those used in Canada are:

1 U.S. pint = 16 fluid ounces = 454.6 millilitres
1 U.S. quart = 32 fluid ounces = 909.2 millilitres
1 U.S. gallon = 128 fluid ounces = 3.8 litres
1 Imperial gallon = 1.2 U.S. gallons = 4.5 litres
Electricity for domestic use is supplied at 115 volts,
60 cycles AC.

U.S. Federal Public Legal Holidays*

New Year's Day — *January 1*
Washington's Birthday — *February, third Monday*
Memorial Day — *May, last Monday*
Independence Day — *July 4*
Labor Day — *September, first Monday*
Columbus Day — *October, second Monday*
Veterans Day — *November 11*
Thanksgiving Day — *November, fourth Thursday*
Christmas Day — *December 25*

*You should check with the Canadian Consulate General regarding any local public holidays in addition to federal public holidays, which might affect your visit plans.

The Canadian Consulate General itself observes a total of 11 statutory holidays made up of a selection of some of each of the main American and Canadian holidays.

In practice, business slows during the Christmas/New Year and July/August periods.

II. ECONOMIC OVERVIEW

The tri-state area is perhaps the area of United States which has experienced the most dramatic changes in its economic structure in the last decade. The area has experienced a decline in the manufacturing sector due to the closure of outdated facilities and the transfer of other manufacturing operations to the Sun Belt with its cheaper production costs and expanding market. Nevertheless the area weathered the 1980 recession better than was predicted and from a Canadian exporter's point of view the market did not shrink beyond what had been forecast. Some comments follow on what may be the economic movements and tendencies for the years to come:

New York City:

Its service-based economy will probably continue to help it fare better than other major U.S. cities. Recent declines registered in manufacturing sectors such as apparel and printing will continue to cause worries.

Long Island:

The island's inadequate transportation links with the mainland will continue to hamper its economic development during the next decade. Some economists even predict a "prolonged economic stagnation" although the prospects of increased defence spending by the new Administration in Washington are raising hopes that the aerospace industry, the island's major employer, will provide considerable support in the near term.

New York State:

The state is coming out of the recession in a better economic position than anticipated, with unemployment below the national average. The early 70s were a time for New York to shed some of its weak economic sectors such as housing and heavy manufacturing. The early 80s will be a time to multiply efforts to reduce dependence on oil in an attempt to keep energy costs low. Industries will be offered low-cost state financing to convert from oil to other sources of energy in the hope of keeping New York's products competitive with those produced elsewhere.

Connecticut:

As opposed to its neighbors who have known hard times during the 1970s and the 1980 recession, this state has continued to prosper with its large defense industry. The increases forecast in military spending make economic planners see further growth ahead. The only limit to this growth could be shortages of skilled workers, a problem which started to manifest itself in 1980.

New Jersey:

This state faced a problem of its own during the 1970s, namely the decline of its six major cities. This will continue to be a major concern in the early 80s. This decade will be an uneasy period with a continuation in the shift from a manufacturing to a service economy. State economists and planners will have to attract new industries and expedite an economic recovery and economic development plan if the acute unemployment problem is to be solved.

III. EXPORT OPPORTUNITIES

The New York market is a densely populated area. While almost any product competitively marketed and priced can be sold in this area, opportunities are particularly attractive for:

- electronics and telecommunications equipment
- consumer goods
- apparel
- contract and residential furniture
- defence-related products
- fish and food products
- health care products
- transportation equipment
- pleasure boats
- sports and recreational equipment
- machinery
- art and handicrafts
- third country exports.

Main products exported by Canada to the tri-state area include:

- softwood lumber
- newsprint
- pulp
- aluminum
- precious metals
- electricity
- cars and trucks.

Defence Products

Access to the U.S. defence equipment market is facilitated by the Canada-U.S. Defense Development and Defense Production Sharing Arrangements, under the terms of which Canadian-made defence equipment can be imported into the U.S. duty-free and without the application of Buy America restrictions. Local buyers, therefore, evaluate Canadian firms on the same price-quality-delivery formula applied to American suppliers.

Information on marketing to the U.S. Department of Defense, to U.S. Defense contractors, and on the

Canada-United States Defense Sharing Arrangements can be obtained from:

Director, U.S. Division (DDU)
Defence Programs Bureau
Department of External Affairs
235 Queen Street
Ottawa, Ontario
Canada K1A 0H5

The area covered by the New York City Consulate General for defence products comprises New York State and northern New Jersey. The Canadian Consulate General in Boston covers the State of Connecticut for defence products.

Opportunities for Canadian defence contractors include both direct U.S. military procurements as well as sub-contracting to the U.S. defence industry. The latter includes two large aircraft plants on Long Island (Grumman and Fairchild) as well as several major defence electronics firms.

Military commands covered by the New York office include Fort Monmouth, New Jersey (electronics), Picatinny Arsenal, New Jersey (small calibre arms and ballistics), Watervliet Arsenal, New York (large calibre arms) and the Military Sealift Command (marine equipment and ship overhaul).

The New York office's experience with defence contractors in the area has indicated that the field is highly competitive. Those Canadian firms offering exceptional capabilities stand the best chance of success.

Another area of potential opportunity for qualified Canadian firms is in co-operative research programs. These provide for Canadian firms to develop equipment for U.S. use. Funding is 50 per cent Canadian and 50 per cent U.S.

It should be noted that the Canadian Commercial Corporation (CCC) receives bid packages from American military procurement agencies. Suppliers should establish contact with the CCC to obtain information on such opportunities, and can receive bid packages directly from the agencies if they have registered with them. Responses to direct solicitation must be submitted through CCC.

IV. SELLING TO THE NEW YORK AREA

Market Characteristics

New York City is unique in the United States. Besides being the largest city in the country, it is also the leading trading centre in both domestic and foreign commerce. Its population, together with the rest of the area, exceeds that of Canada. At the same time, the area presents the largest market in close proximity to the majority of potential Canadian exporters. It would be difficult to enumerate the products which could expect to find acceptance here. The main criteria, as always, are quality and competitive pricing. For the Canadian exporter, this territory represents a vast market — millions of people earning billions of dollars.

The Canadian Image

Canadian suppliers can take advantage of the fact that U.S. firms often do not regard Canada as “foreign” and, consequently, Canadian merchandise is bought and invoiced through domestic purchasing departments. Proximity to the market, coupled with personal and corporate connections, can help Canadian firms attain competitive transportation costs and delivery times. Such factors can also tend to make U.S. buyers receptive to the idea of purchasing from Canada on the same basis as from domestic U.S. sources. Nonetheless, Canadian exporters should expend full marketing efforts to establish acceptance of their products on the basis of design and quality.

Positive Sales Psychology

Canadian exporters may face a double challenge — to sell as an American vendor does and, in certain cases, to overcome misconceptions about Canadian capabilities. The buyer must be assured that there is nothing risky about doing business with Canada, or with a new supplier. Before selling in the United States, Canadian companies should commit themselves to:

- going after business on a continuing basis
- making the first impression a positive one — to a degree they might not consider in Canada

- quoting, delivering and following up aggressively in competition with U.S. suppliers.

The Initial Approach

The best introduction is by a personal visit. For some products comparison shopping is advisable to evaluate market potential. Some type of representative or distributor may be appointed later, but large volume buyers usually want to meet their prospective suppliers personally.

Often, appointments are not necessary with individual buyers, but as a matter of good form it is usually advisable to start with the director of purchasing or his equivalent and through him meet the proper buyers. An advance notification in letter form can be handled by the Commercial Division of the New York Consulate General.

A complete presentation on the first call is most important. This should include literature, specifications, samples if possible, and all the price, delivery and quality control information a buyer needs to evaluate your capabilities against his current sources. Many buyers keep up-to-date records on their suppliers. A favourable impression is made if a résumé, such as the following, can be supplied at the time of the first visit:

- vendor's name, address and telephone number
- name, address and telephone number of local representative, if applicable
- date established
- size of plant
- number of employees
- principal products
- location of plants
- description of production facilities and equipment
- description of quality control facilities and procedures
- transportation facilities
- approximate yearly sales volume
- list of three representative customers
- financial and credit ratings.

Reciprocal Visits

Many buying organizations check out new suppliers' facilities personally before placing continuing business.

If they do not come as a matter of course, it is good sales strategy to invite them anyway.

Following Up the Initial Call

U.S. buyers expect to be called upon more frequently than their Canadian counterparts. This may be as often as every two weeks at some periods of the buying year. Most Canadian firms lack the sales force to accomplish this. The usual solution is to appoint a manufacturers' representative, or to sell through brokers, jobbers or distributors as the situation warrants.

Price Quotations

Quotations should be submitted both on a laid-down basis, buyer's warehouse, factory or an American port of entry, and on an f.o.b. Canadian plant basis exclusive of Canadian sales and excise taxes. Always quote in U.S. funds unless specifically requested otherwise. The landed price should include transportation charges, U.S. customs duties if applicable, brokerage fees and insurance. The quotation should be comparable in format to quotations from U.S. sources. Buyers cannot be expected to understand or be sympathetic with customs duties or other matters peculiar to international transactions. This is solely the responsibility of the Canadian exporter and a "cost" of international business.

Canadian exporters may not be granted the same opportunities for renegotiating initial quotations as they have been accustomed to in Canada. This is because U.S. buyers must often work to tighter purchasing deadlines and target prices. Thus they may have to accept the first bid as final.

The Manufacturers' Representative

The manufacturers' representative, commission agent or salesman is more commonly used as a sales technique in the U.S. than in Canada. The better reps are highly qualified by education, training and experience. They know their customers and call regularly — not only at the buying level but also on engineering, design and quality control officers. The advantages of the rep include economy, closer contacts with buyers, including social ones, and he can be on the scene immediately when problems arise. The Canadian Consulate General in New York maintains information on the

majority of manufacturers' representatives operating in its market territory and can often make suitable suggestions to Canadian manufacturers.

Delivery

Delivery must be exactly to customers' specifications, and these are as rigid as any in the world. Many U.S. plants work on inventories as short as one or two days and could be shut down by a delay of a few hours. Failure to adhere to rigid delivery schedules is one of the surest ways of not being asked to quote again.

V. CUSTOMS REGULATIONS AND DOCUMENTATION

U.S. Exports to Canada

Enquiries concerning the importation of U.S. products into Canada should be referred to the United States Embassy, 100 Wellington Street, Ottawa or the U.S. Consulate or Consulate General in Vancouver, Calgary, Winnipeg, Toronto, Montreal, Quebec, Saint John, Halifax or St. John's.

Canadian Export Documents

Canadian exports to the United States, including returned American merchandise, should be accompanied by Canada Customs export form B-13. Canada Customs normally requires three copies at the time of exportation, one of which is returned to the exporter. It should be noted that Canada Customs has a monthly summary reporting system available to large-volume exporters. Further information on the summary reporting system as well as supplies of B-13 forms may be obtained from Canada Customs.

U.S. Customs and Market Access Information

To enjoy success in the United States market, a Canadian exporter requires market access information on Customs documentation, tariff classification, value for duty and rates of duty, as well as on the many other U.S. laws affecting imports such as food and drugs, consumer product safety, environmental protection, etc.

Accordingly, Canadian exporters of products destined for the U.S. are strongly urged to obtain such market access information from:

United States Tariff Affairs Division (TWT)
Department of External Affairs
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel: (613) 996-5471

The Division contacts U.S. Customs and other agencies on behalf of Canadian exporters and, over the years, has developed an in-depth knowledge of the interpretation and implementation of U.S. tariffs and regulations related to access for imports into the U.S. market.

The Division can also provide Canadian exporters with information and assistance regarding: labelling of food, drug, cosmetic and alcohol products; customs penalty assessments; anti-dumping and countervail issues; customs valuation; consumer product safety standards; and other questions related to U.S. market access.

U.S. Customs Tariff Classification, Documentation and Regulations

Request for a Binding Tariff Classification Ruling

The Tariff Affairs Division can obtain a binding tariff classification ruling from the U.S. Customs Service on behalf of a Canadian exporter, for a prospective transaction (i.e. articles which have not yet been exported to the U.S. and are not presently, nor have been previously, under consideration by the U.S. Customs Service). Such a ruling is considered "binding" inasmuch as it will be honoured at all U.S. Customs ports of entry and thereby ensures that the exporter will receive uniformity in tariff treatment regardless of which U.S. port of entry is used.

To obtain such ruling, the following information is required and failure to supply all of this information would result in delays and confusion for the exporter.

- 1) A written request signed by a person who has a direct and demonstrable interest in the question, and also confirming that the merchandise or subject of the request has not been previously, nor is presently, under consideration by the U.S. Customs Service;
- 2) A full and complete description of the article;
- 3) Indications of the article's chief use in the United States;
- 4) The commercial, common or technical designation of the article;
- 5) Where the article is composed of two or more materials, the relative quantity (by weight and by volume) and the value of each;

- 6) Textile materials and articles should be identified as in (5) and should include the method of construction (such as knit or woven), the fibres present and, if wearing apparel, by whom it is designed to be worn (e.g. child, man or woman);
- 7) Chemical products should be identified by their specifications and chemical analysis and a sample should be submitted for U.S. Customs use.
- 8) Generally, a sample and descriptive literature of the article in question should be submitted. Where a sample is not practicable, a photograph, drawing or other pictorial representation of the article should be submitted.

NOTE:

- a) Samples are not usually returned by U.S. Customs since they properly form part of their file. If return of the sample is desired, it can be requested.
- b) Privileged or confidential information should be clearly marked with an explanation as to why it is considered confidential.

Assistance with a Request for Internal Advice

U.S. Customs regulations provide that questions arising in connection with current or completed transactions should be resolved by means of the *Internal Advice Procedure* at the port where entry was made. A request for internal advice can be filed by either the importer or his customs broker. The U.S. Customs field office will review the request and notify the importer of any points with which they do not agree.

The Tariff Affairs Division can provide valuable assistance and suggestions regarding points of law and previously established customs practice which may support the importer's request for internal advice.

Submissions to the Tariff Affairs Division should contain:

- 1) Copies of *all* documents related to the entry of the merchandise to which the request refers, including those issued by U.S. Customs;
- 2) A statement of *all* facts relative to the transaction and generally following the outline of a request for a binding tariff classification ruling.

The Customs Service may, at its discretion, refuse to consider a request for internal advice if in its opinion there is a clear and definitive Customs precedent which supports its position. If the importer is validly not in agreement with this position he may, within 90 days after liquidation of the entry, file a request with U.S. Customs for a *Protest Review*.

Assistance with a Request for Protest Review

On issues where a request for protest review is to be undertaken, the Tariff Affairs Division can assist the importer and his broker in preparing the request by providing advice and suggestions on what information can be used to support the importer's case.

In order for this assistance to be effective, this Division must be furnished with all information regarding what has taken place. Such information should include the following:

- 1) All information as listed for a binding tariff classification ruling request;
- 2) A copy of the Customs entry under protest; and
- 3) All correspondence (no matter how trivial) between the importer, broker and the U.S. Customs authorities regarding the subject under protest.

In those particular cases where a protest review is to be requested because an importer's request for internal advice is denied by the U.S. Customs Service, as previously outlined, the following additional information should also be submitted to the Tariff Affairs Division:

- a) A copy of the U.S. Customs refusal to consider the Internal Advice Request;
- b) A copy of the Request for Internal Advice including all supporting documents, and information as outlined for a request for internal advice assistance.

Entry at Customs

Goods may be entered for consumption or entered for warehouse at the port of arrival in the United States, or they may be transported in bond to another port of entry and entered there under the same conditions as at the port of arrival.

For such transportation in bond to an interior port, an immediate transportation entry (I.T.) must be filled out at the port of arrival by either the consignee, the carrier, the U.S. customs house broker or any other person having a sufficient interest in the goods for that purpose. In cases where the Canadian exporter assumes responsibility for entering the goods through U.S. Customs, he may find that there are advantages in having shipments entered for consumption at the nearest or most convenient port of arrival. In this way he can remain in close touch with the broker and U.S. Customs at that port of entry. However, where the U.S. purchaser intends making his own entries it may be more convenient to have the goods transported in bond from the port of arrival to the interior port nearest the importer.

Who May Enter Goods

Goods may be entered by the consignee, his authorized employees or his agent. The only agents who can act for importers in customs matters are licensed U.S. customhouse brokers. They prepare and file the necessary customs entries, arrange for payments of duties and release of goods and otherwise represent their principals in customs matters.

Goods may be entered by the consignee named in the bill of lading under which they are shipped or by the holder of a bill of lading properly endorsed by the consignee. When the goods are consigned "to order" they may be entered by the holder of the bill of lading properly endorsed by the consignor. An air waybill may be used for merchandise arriving by air. In most instances, entry is made by a person or firm certified by the carrier to be the owner of the goods for customs purposes. When goods are not imported by a common carrier, possession of the goods at the time of arrival in the United States is sufficient evidence of the right to make entry.

Entry of goods may be made by a non-resident individual or partnership, or a foreign corporation through an agent or representative of the exporter in the United States, a member of the partnership, or an officer of the corporation. The surety on any customs bond required from a non-resident individual or organization must be incorporated in the United States. In addition a Canadian corporation in whose name merchandise is entered

must have a resident agent authorized to accept service of process in its behalf in the state where the port of entry is located.

In general, to facilitate customs clearance it is advisable to contact a licensed U.S. customhouse broker who will outline the services he can provide, together with particulars on brokerage fees and other related matters.

Documentation

Normally the only documents required when shipping to the United States are a bill of lading or air waybill as well as a special U.S. Customs invoice 5515 and commercial invoice. The use of a typewriter in preparing documents is preferred; in any case, they should be legible.

NOTE: Do not use red ink to fill out documents.

Bill of Lading or Air Waybill

Normally a bill of lading or air waybill for Canadian shipments is required by U.S. Customs authorities. In lieu of the bill of lading or air waybill the shipping receipt may be accepted if customs is satisfied that no bill of lading or air waybill has been issued. Entry and release of merchandise may be permitted without the bill of lading or air waybill if satisfactory bond is given in a sum equal to one and one-half times the invoice value of the merchandise. A carrier's certificate or duplicate bill of lading or air waybill may, in certain circumstances, be acceptable.

Invoice

Shipments in excess of \$500 and subject to an ad valorem rate of duty, conditionally free of duty or subject to duty depending in some manner upon its value, should be accompanied at entry by a U.S. special customs invoice form 5515 and a commercial invoice. However, copies of the commercial invoice are sufficient for shipments with an aggregate value not exceeding \$500, duty-free shipments or shipments of articles subject to specific rates of duty.

Completion of Form 5515

U.S. Customs forms 5515 are available free of charge from U.S. consular offices in Canada or can be obtained from commercial stationers. While only one copy is required by U.S. Customs, it is usual to forward three: one for the use of U.S. Customs when the goods are examined, one to accompany the entry and one for the U.S. customhouse broker's file. District directors of U.S. Customs are authorized to waive production of special and commercial invoices if satisfied that the importer, because of conditions beyond his control, cannot furnish a complete and accurate invoice; or that the examination of merchandise, final determination of duties and collection of statistics can properly be made without the production of such an invoice. In these cases, the importer must file the following documents:

- 1) any invoice or invoices received from the seller or shipper;
- 2) a statement pointing out in exact detail any inaccuracies, omissions or other defects in such invoice or invoices;
- 3) a properly executed pro forma invoice;
- 4) any other information required for classification or appraisement or for statistical purposes.

Special information with respect to certain classes of goods is sometimes required when either the customs or commercial invoice does not give sufficient information to permit classification and appraisal.

Packing List

U.S. customs authorities require three copies of a detailed packing list. This should indicate what is in each box, barrel or package in the shipment. If the shipment is uniformly packed, this can be stated on the invoice indicating how many items are in each container.

Payment of Duties

There is no provision for prepayment of duties in Canada before exportation to the United States but it is feasible for the Canadian exporter to arrange for payment by a U.S. customhouse broker or other agent and thus be able to offer his goods to U.S. buyers at a duty-paid price.

Liability for payment of duty usually becomes fixed at the time an entry for consumption or for warehouse is filed with U.S. Customs. The liability is fixed, but not the amount of duty, which is only estimated at the time of the original entry. When the entry is liquidated, the final rate and amount of duty are ascertained. Obligation for payment is upon the person or firm in whose name the entry is filed.

Temporary Free Importation

Certain articles not imported for sale, or for sale on approval, may be admitted into the United States under bond without the payment of duty. Generally, the amount of the bond is double the estimated duties.

Such articles must, in most cases, be exported within one year from the date of importation. Upon application to the district or port director, this period may be extended for further periods which, when added to the initial one year, are not to exceed a total of three years.

Such articles may include the following:

- articles for repair, alterations or processing (not manufacture);
- models of women's wearing apparel by manufacturers;
- articles for use as models by illustrators and photographers solely for illustrating;
- samples for order-taking;
- articles for examination and reproduction (except photo-engraved printing plates for examination and reproduction);
- motion picture advertising films;
- articles for testing, experimental or review purposes (plans, specifications, drawings, blueprints, photographs for use in study or for experimental purposes may be included). In the case of such articles, satisfactory proof of destruction as a result of the tests with the production of a proper affidavit of destruction will relieve the obligation of exportation;
- automobiles, motorcycles, bicycles, airplanes, airships, balloons, boats, racing shells, and similar vehicles and craft and related equipment by non-residents for taking part in races or other specific contests;
- locomotives and other railroad equipment for use in clearing obstructions, fighting fires, or making emergency railroad repairs in the United States;

- containers for compressed gases and other containers and articles for covering or holding merchandise during transportation and suitable for such re-use;
- professional equipment, tools of trade, repair components for equipment or tools admitted under this item, and camping equipment imported by or for non-residents sojourning temporarily in the United States and for use by such non-residents;
- articles of special design for temporary use exclusively in the production of articles for export;
- animals and poultry for breeding, exhibition, or competition for prizes;
- theatrical scenery, properties and apparel for use by arriving proprietors or managers of theatrical exhibitions;
- works of art, photographs, philosophical and scientific apparatus brought into the U.S. by professional artists, lecturers or scientists arriving from abroad for use by them in exhibition and promotion of art, science or industry in the United States;
- automobiles, automobile chassis, automobile bodies — finished, unfinished or cutaway — when intended solely for show purposes. The temporary importation bond in the case of these articles is limited to six months with no right of extension.

Commercial Travellers — Samples

Samples accompanying a commercial traveller may be admitted and entered on the importer's baggage declaration. In such cases, an adequate descriptive list or a U.S. special customs invoice must be provided. The personal bond of the commercial traveller is usually accepted to guarantee the timely exportation of the samples under U.S. customs supervision. Penalty for failure to export the samples entails loss of the privilege on future trips.

U.S. Anti-Dumping and Countervail Statutes

Due to the complexity of these statutes, exporters are encouraged to contact the Office of United States Relations of the Department of External Affairs for answers to any specific questions.

The U.S. Trade Agreements Act of 1979 was enacted into law on July 26, 1979 and encompasses those changes to the current United States anti-dumping and countervailing duty law necessary for the implementa-

tion of the international agreements negotiated in the Multilateral Trade Negotiations (Tokyo round) of the General Agreement of Tariffs and Trade (GATT).

Anti-dumping

If a U.S. company has reason to believe that a product is being sold in the U.S. at a price lower than the price at which it is sold in its home market, an anti-dumping complaint may be filed with the U.S. Commerce Department. The anti-dumping petition must contain information to support the dumping allegations along with evidence of injury suffered by the U.S. industry affected.

A U.S. anti-dumping investigation must be conducted within specified time frames:

- (1) Within 20 days of receipt of an anti-dumping petition, the Secretary of Commerce must decide whether or not to initiate an investigation. If it is determined that a petition does not properly establish the basis on which anti-dumping duties may be imposed, the proceeding is terminated. If the Secretary of Commerce determines that the petition contains sufficient information supporting the allegations, a full-scale investigation is initiated.
- (2) Within 45 days from the date a petition was filed, the International Trade Commission (ITC) must determine if there is a reasonable indication of injury. If the decision is negative, the case is terminated.
- (3) In general, within 160 days after the date on which a petition is filed, the Secretary of Commerce makes a preliminary determination of dumping. If the preliminary determination is affirmative, suspension of liquidation of all entries of merchandise subject to the determination is ordered and provisional duty in the form of a cash deposit or bond is required, for the entry of the merchandise concerned, equal to the estimated amount by which the foreign market value exceeds the United States price.
- (4) Within 75 days of the preliminary determination, a final determination by the Secretary of Commerce of sales at less than fair value will be due.
- (5) Following an affirmative preliminary decision of sales at less than fair value, the ITC must make an injury determination within 120 days of the preliminary determination. If the ITC injury determination is negative, the case is terminated and any cash deposited is

refunded and any bond posted is released. If the injury determination is affirmative, the Secretary of Commerce will publish an anti-dumping duty on the merchandise equal to the amount by which the home market value of the merchandise exceeds the price to the United States customer.

(6) An anti-dumping duty order is subject to an automatic annual review and requests for a review at any time will be entertained, provided changed circumstances are sufficient to warrant the review.

Countervail

Under the revised U.S. Countervailing Duty Statute, an additional duty may be imposed upon articles whether or not dutiable, imported in the U.S., if any bounty or grant upon their manufacture, production or export has been made. However, all cases are subject to an injury determination by the ITC. The time frame for an investigation is similar to an anti-dumping investigation. The decision on the subsidy by the Secretary of Commerce and the injury determination by the ITC may be appealed to the U.S. Court of International Trade.

If any difficulties arise with reference to this statute, it is suggested that exporters contact the Office of United States Relations of the Department of External Affairs as soon as possible.

Marking of Goods

Country of Origin Marking

Generally, all goods imported into the U.S. must be legibly and conspicuously marked in English to identify their country of origin to the ultimate purchaser in the United States.

The use of stickers or tags is permitted if used in such a manner as to be permanent, unless deliberately removed, until receipt by the ultimate purchaser.

Certain small instruments and utensils must be marked by die-stamping, cast-in-the-mould lettering, etching, engraving or by means of metal plates securely attached to the articles.

The U.S. Customs Service may exempt certain articles from this marking. In such cases, the container must be suitably marked.

Composition Marking

Any product containing woollen fibre (except carpets, rugs, mats and upholsteries, or articles made more than 20 years before importation) must be clearly marked:

1) to identify the manufacturer or the person marketing the product; 2) with a statement denoting in percentage terms the total fibre content of the product; and 3) with the maximum percentage of the total weight of the product of any nonfibrous loading, filling or adulterating matter. If not suitably marked, an opportunity to mark under U.S. Customs supervision may be granted.

When the fabric contained in any product is imported, it is necessary to state the fabric's country of origin.

Fur products must be marked as to type (particular animal), country of origin and manufacturer's or marketer's name. In addition, where they are used or damaged; bleached, dyed or otherwise artificially coloured; or composed substantially of paws, tails, bellies or waste fur, they must be so marked.

Food Labelling

All imported foods, beverages, drugs, medical devices and cosmetics are subject to inspection by the United States Food and Drug Administration (FDA) at the time of entry into the U.S. The FDA is not authorized to approve or pass upon the legality of specific consignments before they arrive and are offered for entry into the U.S. However, the FDA is always willing to offer comments on proposed labels or answer other enquiries from importers and exporters. Advice on prospective food labels may also be obtained from the Office of United States Relations, Department of External Affairs in Ottawa.

Import Prohibitions and Restrictions

In addition to goods prohibited entry by most countries in the world (such as obscene, immoral or seditious literature, narcotics, counterfeit currency or coins), certain commercial goods are also prohibited or restricted. Moreover, various types of merchandise must conform to laws enforced by government agencies other than the United States Customs Service. Fur products are also subject to the Endangered Species Act and importation of certain fur skins would be prohibited.

Animals

Cattle, sheep, goats, swine and poultry should be accompanied by a certificate from a salaried veterinarian of the Canadian government to avoid delays in quarantine.

Wild animals and birds are prohibited from importation into the U.S. if captured, taken, shipped, possessed or exported contrary to laws of the foreign country of origin. In addition, no such animal or bird may be taken, purchased, sold or possessed contrary to the laws of any state, territory or possession of the United States.

Plants and Plant Products

Import permits issued by the U.S. Department of Agriculture are required.

Regulations may restrict or prohibit importation.

Shipments of agricultural and vegetable seeds and screenings are detained pending the drawing and testing of samples. Such items are governed by the provisions of the Federal Seed Act of 1939 and regulations of the Agricultural Marketing Services, U.S. Department of Agriculture.

Postal Shipments

Parcels of aggregate value not exceeding U.S. \$5 may be admitted free of duty.

Commercial shipments valued at more than U.S. \$5 must include a commercial invoice and a customs declaration on the form provided by the Canadian Post Office and give an accurate description and value of the contents. The customs declaration must be securely attached to the package.

If the shipment comprises two or more packages the one containing the commercial invoice should be marked "Invoice Enclosed"; other packages of the same shipment may be marked as "No. 2 of 3, Invoice Enclosed in Package No. 1".

A shipment in excess of \$500 aggregate value must include a U.S. special customs invoice (form 5515) and a commercial invoice. A shipment under \$250 aggregate value will be delivered to the addressee. Duties and delivery fees for each package are collected by the postman. Parcels containing bona fide gifts — exclud-

ing alcoholic beverages, tobacco products and perfumes — to persons in the United States will be passed free of duty provided the aggregate value received by one person on one day does not exceed \$25. No postal delivery fee will be charged. Such parcels should be marked as a gift and the value and contents indicated on the parcel.

American Goods Returned

U.S. products may be returned to the United States duty-free provided they have not been advanced in value or improved in condition while abroad.

Articles exported from the United States for repair or alterations abroad shall be subject to duty upon the value of the repairs or alterations. The term "repairs or alterations" means restoration, change, addition, renovation, cleaning or other treatment which does not destroy the identity of the article exported or create a new or different article. Any article of metal (except precious metal) manufactured in the United States and exported for further processing and again returned to the United States for additional processing is subject to a duty upon the value of processing outside the United States.

The cost or value of U.S. origin component parts exported abroad ready for use only in the assembly of foreign-produced goods subsequently imported into the U.S., may be deducted from the value for duty — provided the parts have not been subject to any further fabrication while abroad, except operations incidental to the assembly process, such as cleaning, lubricating and painting.

Special U.S. customs procedural requirements must be followed upon the exportation and return of American goods. Details may be obtained from United States Import Specialists at border points or from the Office of United States Relations, Department of External Affairs, Ottawa.

Duty on Containers

If used in shuttle service, the following types of containers may enter free of duty:

- 1) U.S. containers and holders (including shooks and staves of U.S. production) when returned as boxes or barrels containing merchandise;
- 2) foreign containers previously imported and duty paid if any;
- 3) containers of a type specified by the Secretary of the Treasury as instruments of international traffic.

One-trip containers are dutiable as part of the dutiable value of the goods.

VI. SERVICES FOR EXPORTERS

Banking

There are six Canadian banks with representatives in New York:

Bank of Montreal

2 Wall Street
New York, N.Y. 10005
Tel: (212) 964-1100

National Bank of Canada

650-5th Avenue, 19th Floor
New York, N.Y. 10019
Tel: (212) 397-0770

Bank of Nova Scotia

67 Wall Street
New York, N.Y. 10005
Tel: (212) 825-2400

The Royal Bank of Canada

68 William Street
New York, N.Y. 10005
Tel: (212) 363-6000

**Canadian Imperial Bank
of Commerce**

22 William Street
New York, N.Y. 10005
Tel: (212) 334-3800

Toronto-Dominion Bank

45 Wall Street
New York, N.Y. 10005
Tel: (212) 425-5600

The agencies in New York are fully equipped to service any aspect of export business which an exporter would normally place through his Canadian bank. This service would include letters of credit, documentary collections, credit information, etc.

Banks in Canada, of course, have international departments whose function is to assist exporters.

Patents, Trademarks and Copyrights

General

An informative booklet titled "General Information Concerning Patents" is available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20203.

Patents

All business with the Patent Office should be transacted in writing and all letters addressed to the Commissioner of Patents, Washington, D.C. 20231.

U.S. patent laws make no discrimination with respect to the citizenship of the inventor. However, it is the inventor who must make application for patent and sign related papers (with certain exceptions).

Most inventors employ the services of patent attorneys or patent agents. The Patent Office cannot recommend any particular attorney or agent but does publish a list of all registered patent attorneys and agents who are willing to accept new clients and lists them by states, cities and foreign countries.

Trademarks

A trademark relates to the name or symbol used in trade to indicate the source or origin of goods. Trade-mark rights will prevent others from using the same trademark on identical goods but do not prevent others from making these goods without the trademark.

The procedure relating to the registration of trademarks and some general information on trademarks is given in a pamphlet called "General Information Trademarks" which can be obtained from the U.S. Patent Office.

Copyright

Copyright protects the writings of an author against copying. Literary, dramatic, musical and artistic works are included within the protection of the copyright law which, in some instances, also confers performing and recording rights. The copyright goes to the form of expression rather than the subject matter.

Note: Copyrights are registered in the Copyright Office in the Library of Congress and the Patent Office has nothing whatever to do with copyrights. Information concerning copyrights may be obtained from: Register of Copyrights, Library of Congress, Washington, D.C. 20540.

Licensing and Joint Ventures

If you wish to market a patented invention or product in the United States, either under a joint licensing agreement or some other arrangement, there are a number of firms specializing in patent and marketing services. The Canadian Consulate General can help in choosing such firms.

Commercial Disputes

In the event of disputes, a Canadian can seek advice from the Canadian Council, International Chamber of Commerce, c/o the Canadian Chamber of Commerce, 1080 Beaver Hall Hill, Montréal, Québec H2Z 1T2.

VII. YOUR BUSINESS VISIT TO NEW YORK

There is no substitute for the personal visit. Correspondence, while better than nothing, does not excite the sophisticated New York type of businessman. In a few words, he wants to be shown.

Services of the Trade Commissioner

The Commercial Division of the Canadian Consulate General in New York is equipped to function as the liaison between Canadian and local U.S. business and industry. It actively seeks business opportunities for Canada in the post territory and relays these to firms considered interested and capable. Potential buyers and sellers are introduced with guidance provided as required. Market surveys of reasonable proportions are conducted on behalf of Canadian firms and agents, distributors or other recommended outlets. The Canada Room of the Consulate General is available for product displays and in-office shows. Hours of the Consulate General are 9:00 a.m. to 4:30 p.m. Monday to Friday.

Advise and Consult

When planning your first visit to New York, advise the officers of the Commercial Division of the Consulate General well in advance of your arrival. Inform them of the objective of your visit and include several copies of the product brochures. It is helpful if you work out the c.i.f. prices on at least part of your product range. You should also list any contacts already made with the local business community.

With this information at their disposal, the commercial staff will be pleased to arrange a tentative itinerary and make appointments on your behalf that you can confirm upon arrival. Because of the increasing number of businessmen visiting the U.S. it is recommended that you leave the arrangements for hotel reservations in the hands of your travel agent.

When to Go

The best time to visit New York is during the spring or fall. Avoid the Christmas and August vacation periods. Bear in mind that buying schedules may vary somewhat

from Canadian timing. The Commercial Section is prepared to offer guidance.

How to Get There

Airlines

Air Canada has direct non-stop flights from Toronto, Montreal and Calgary. Economy fares at time of writing (January 1982): Toronto/New York \$183.12; Montreal/New York \$174.40; Quebec City/New York \$226.72; Calgary/New York \$519.30. All these air fares include return flight and taxes. In addition, Air Canada maintains a direct Halifax to New York route in summer.

American Airlines (at time of writing) has eight daily flights from New York to Toronto and eight daily flights return. As of this writing (January 1982) New York to Toronto is \$168 round trip.

Eastern Airlines operates, daily, five direct flights between Montreal and La Guardia. As of this writing (January 1982) air fare costs \$130.80.

U.S. Air flies from Newark to Toronto three times and Montreal two times a day. Most of these flights are via Buffalo or Rochester.

On weekdays only, Pilgrim Air operates three daily flights from Ottawa to New York, and three daily flights return. On Sundays, there is also a late afternoon flight going each way between the two cities.

Railways

Trains run between Grand Central and Penn Stations and Montreal. From Montreal, there is a morning departure arriving at Grand Central in the evening and an evening departure arriving at Penn Station the following morning. From New York to Montreal there is a train leaving Grand Central in the morning arriving in Montreal that evening and a departure from Penn Station leaving in the evening and arriving in Montreal the next morning. Passengers should be aware that day trains run coaches only (no parlour cars). Night trains run sleeping cars as well as coaches.

Buses

Greyhound Bus Lines maintains routes to New York from major Canadian cities.

VIII. USEFUL ADDRESSES

Government Organizations

**Permanent Mission of
Canada to the
United Nations**

866 United Nations Plaza
Suite 250
New York, N Y 10017
Tel: (212) 751-5600

Ontario Government

1251 Avenue of the
Americas
10th Floor
New York, N Y 10020
Tel: (212) 247-2744

**Canadian Consulate
General**

1251 Avenue of the
Americas
New York, N Y 10020
Tel: (212) 586-2400

Office of the Agent General

Province of Quebec
17 West 50th Street
New York, N Y 10020
Tel: (212) 397-0200

Transportation Companies

Air Canada

1166 Avenue of the
Americas
New York, N Y 10036
Tel: (212) 869-1900

Canadian Pacific Airlines

489 5th Avenue,
Room 2602
New York, N Y 10017
Tel: (212) 697-4504

Via Rail Canada

630 5th Avenue
New York, N Y 10020
Tel: (212) 586-6066

Maislin Bros.

Transport Ltd.

50 Harrison Avenue
Kearny, N J 07032
Tel: (N.Y.C.) (212) 736-0060
Tel: (N.J.) (201) 997-5400
Pickup Tel: (201) 997-5415

Kingsway Transport Ltd.

50 Terminal Road
Lyndhurst, New Jersey
Tel: (212) 279-5557 (N.Y.C.)
Tel: (201) 939-9100 (N.J.)

Smith Transport (U.S.) Ltd.

80 Kellogg Street
Jersey City, N J 07305
Tel: (212) 344-7720 (N.Y.C.)
Tel: (201) 333-1122 (N.J.)

Principal New York Banks

Bank of America

41 Broad Street
New York, N.Y. 10004
Tel: (212) 747-6200

Chase Manhattan Bank

One Chase Manhattan
Plaza
New York, N.Y. 10015
Tel: (212) 552-7094

Chemical Bank

International Division
20 Pine Street
New York, N.Y. 10005
Tel: (212) 770-1579

Marine Midland Bank — N.Y.

140 Broadway
New York, N.Y. 10015
Tel: (212) 797-4000

Morgan Guaranty Trust Co.

23 Wall Street
New York, N.Y. 10015
Tel: (212) 483-2323

Citibank

399 Park Avenue
New York, N.Y. 10022
Tel: (212) 559-1000

Manufacturers Hanover Trust Co.

350 Park Avenue
New York, N.Y. 10022
Tel: (212) 350-6788

Bankers Trust Company

51 Rockefeller Plaza
New York, N.Y. 10020
Tel: (212) 692-2437

Irving Trust Company

One Wall Street
New York, N.Y. 10005
Tel: (212) 487-2121

Canadian Investment Houses

Bell Gouinlock & Co. Inc.
Burns Fry & Timmins, Inc.
Dominion Securities Ames
Gordon Securities Inc.
Greenshields & Co.
(N.Y.) Inc.

McLeod Young & Weir, Inc.
Midland Doherty, Inc.
Nesbitt Thomson
Securities, Inc.
Richardson Securities Inc.
Wood Gundy, Inc.
Pitfield MacKay & Co.

Customs Brokers

New York

ABC International
One World Trade Center
Suite 1729
New York, N.Y. 10048
Tel: (212) 432-0660

F.W. Meyers & Co. Inc.
One World Trade Center
Suite 3211
New York, N.Y. 10048
Tel: (212) 432-0670

Advance Shipping Co., Inc.
30 Vesey Street
New York, N.Y. 10007
Tel: (212) 964-1050

Wedemann & Godknecht, Inc.
71 Broadway
New York, N.Y. 10006
Tel: (212) 269-2141

New Jersey

Dorff International, Inc.
40 Walnut Street
Newark, N.J. 07102
Tel: (201) 623-3686

Charles A. Redden & Co., Inc.
International Plaza
Building
International Way
Newark, N.J. 07114
Tel: (201) 242-7200

Import Export Services of New Jersey, Inc.
972 Broad Street
Newark, N.J. 07102
Tel: (201) 622-0326

Connecticut

Paul K. Cleveland
31 Victory Street
Stamford, CT 06902
Tel: (203) 853-3898

Murray H. Weiss
P.O. Box 757
Bridgeport, CT 06601
Tel: (203) 368-1348

William A. Marshall
2472 East Main Street
Bridgeport, CT 06610
Tel: (203) 335-0187

REGIONAL CONTACTS

If you have not previously marketed abroad, contact any regional officer of the Department of External Affairs at the addresses listed below.

Newfoundland and Labrador

P.O. Box 64
Suite 702, Atlantic Place
215 Water Street
St. John's, Newfoundland
A1C 6C9
Tel: (709) 737-5511
Telex: 016-4749

Nova Scotia

Suite 1124, Duke Tower
5251 Duke Street,
Scotia Square
Halifax, Nova Scotia
B3J 1N9
Tel: (902) 426-7540
Telex: 019-21829

New Brunswick

Suite 642,
440 King Street
Fredericton,
New Brunswick
E3B 5H8
Tel: (506) 452-3190
Telex: 014-46140

Prince Edward Island

P.O. Box 2289
Dominion Building
97 Queen Street
Charlottetown
Prince Edward Island
C1A 8C1
Tel: (902) 892-1211
Telex: 014-44129

Quebec

C.P. 1270, Succursale B
685, rue Cathcart
Pièce 512
Montréal (Québec)
H3B 3K9
Tel: (514) 283-6254
Telex: 055-60768

2, Place Québec
Pièce 620
Québec (Québec)
G1R 2B5
Tel: (418) 694-4726
Telex: 051-3312

Ontario

1 First Canadian Place
Suite 4840, P.O. Box 98
Toronto, Ontario
M5X 1B1
Tel: (416) 369-4951
Telex: 065-24378

Manitoba

507 Manulife House
386 Broadway Avenue
Winnipeg, Manitoba
R3C 3R6
Tel: (204) 949-2381
Telex: 075-7624

Saskatchewan

Room 980

2002 Victoria Avenue

Regina, Saskatchewan

S4P 0R7

Tel: (306) 359-5020

Telex: 071-2745

Alberta and the**Northwest Territories**

Cornerpoint Building,

Suite 505

10179-105th Street

Edmonton, Alberta

T5J 3S3

Tel: (403) 420-2944

Telex: 037-2762

British Columbia**and the Yukon**

P.O. Box 49178

Suite 2743

Bentall Centre, Tower III

595 Burrard Street

Vancouver,

British Columbia

V7X 1K8

Tel: (604) 666-1434

Telex: 04-51191

APPENDIX I

Counties Covered by New York City Commercial Division

New York	New Jersey	Connecticut
Warren	Sussex	All counties
Washington	Passaic	
Saratoga	Hudson	
Schenectady	Bergen	
Rensselaer	Essex	
Albany	Union	
Schoharie	Middlesex	
Greene	Monmouth	
Columbia	Warren	
Sullivan	Hunterdon	
Ulster	Somerset	
Dutchess	Morris	
Orange		
Putnam		
Westchester		
Rockland		
New York		
Bronx		
Richmond		
Kings		
Queens		
Nassau		
Suffolk		

APPENDIX II

Canadian Exports to the Tri-State Area* of
New York, Connecticut and New Jersey
January-December 1981,
C \$ Millions

	New York	Connec- ticut	New Jersey	Total Tri- State Area
Live Animals	15.8	0.4	1.0	17.2
Food, Feed, Beverages and Tobacco	268.4	20.5	87.4	376.3
Crude Materials, Inedible	275.0	21.6	65.3	361.9
Fabricated Materials, Inedible	4,083.7	337.8	740.0	5,161.5
End Products, Inedible				
Industrial				
Machinery	133.6	17.3	38.7	189.6
Agricultural				
Machinery and Tractors	15.5	0.5	1.8	17.8
Transportation				
Equipment	1,243.0	105.2	102.5	1,450.7
Other Equipment				
and Tools	402.8	27.9	77.7	508.4
Personal and				
Household				
Goods	704.1	4.3	17.8	126.2
Misc. End				
Products	616.1	60.2	31.8	708.1
Total End Products, Inedible	2,515.1	215.4	270.4	3,000.9
Special Trans- actions, Trade	<u>5.9</u>	<u>0.2</u>	<u>0.8</u>	<u>6.9</u>
TOTAL DOMESTIC EXPORTS	<u>7,163.8</u>	<u>595.8</u>	<u>1,165.0</u>	<u>8,924.6</u>

*Note: The New York trade office covers southern New York State(the northern part is covered from Buf-

falo), Connecticut and the 12 northern counties of New Jersey (the southern part is the responsibility of the Philadelphia office).

Main Canadian Exports to the States of New York, Connecticut and New Jersey in 1981 Cdn \$ Millions

NEW YORK

Meat, Fresh, Chilled or Frozen	71.7
Aluminum Ores, Concentrates and Scrap	54.7
Lumber, Softwood	108.1
Wood Pulp and Similar Pulp	235.7
Newsprint Paper	492.1
Other Paper	60.4
Petroleum and Coal Products	371.6
Plate, Sheet and Strip, Steel	52.7
Other Iron and Steel and Alloys	54.6
Aluminum, Including Alloys	493.7
Copper and Alloys	107.4
Precious Metals, Including Alloys	1,068.4
Abrasive Basic Products	57.6
Other Non-Metallic Mineral Basic Products	58.8
Electricity	436.2
Passenger Automobiles and Chassis	585.0
Trucks, Truck Tractors and Chassis	299.2
Other Motor Vehicles	50.3
Motor Vehicle Parts, Except Engines	177.6
Other Telecommunication and Related Equipment	85.6
Office Machines and Equipment	176.4
Other Equipment and Tools	73.2
Printed matter	76.6
Photographic Goods	142.7

CONNECTICUT

Lumber, Softwood	42.9
Newsprint Paper	75.7
Petroleum and Coal Products	87.7
Aircraft, Complete with Engines	44.0
Printed Matter	50.3

NEW JERSEY

Lumber, Softwood	79.9
Newsprint Paper	166.5
Organic Chemicals	76.1
Petroleum and Coal Products	46.1
Nickel and Alloys	31.8
Precious Metals, Including Alloys	38.5
Motor Vehicle Parts, Except Engines	52.9
Other Equipment and Tools	33.0

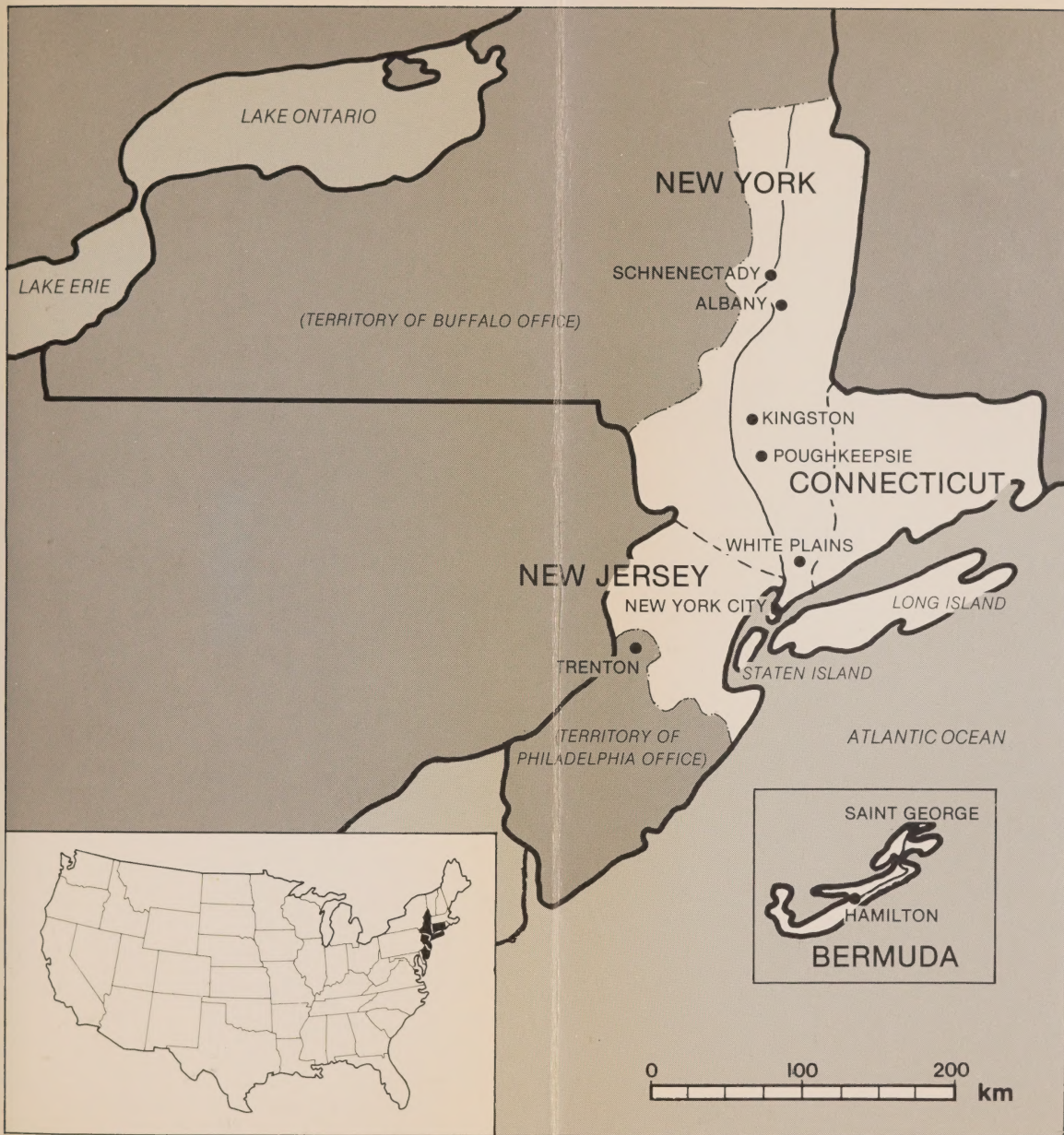
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External Affairs
Canada

Affaires extérieures
Canada

Canada